

## **MARTIN A. SCHNEIDER**

### **EXPERIENCE SUMMARY**

A skilled analyst, researcher, manager, and communicator with nearly 15 years of experience in the nuclear energy, nuclear waste, nuclear waste cleanup, and national security arena, specializing in the Department of Energy cleanup program, the U.S. nuclear weapons complex, and nuclear energy policy..

### **DETAILED EXPERIENCE**

#### **Senior Vice President – Longenecker & Associates**

2015-Current

- Responsible for acquisition strategy and planning, business development, and corporate decision-making on new business opportunities for this highly successful small woman-owned business, whose market is primarily based in DOE's nuclear waste cleanup program and national nuclear security programs
- Supports several large and small companies engaged in the DOE market, with expert advice on acquisition strategy, teaming, competitor analyses, proposal strategy, etc.
- Meets periodically with DOE senior management in EM and NNSA to discuss and advise on procurement and contracting strategies with a focus on assuring robust competition and effective contract terms and conditions

#### **Chief Executive Officer – ExchangeMonitor Publications & Forums, Inc.**

2011-2015

- Responsible for corporate profit and loss
- Strong relationships with key leaders on Capitol Hill, within DOE, NNSA and OMB and with industry executives and NGOs
- Managed an editorial staff of 10 and a conference, marketing and administrative staff of 10
- Developed and implemented long-term business, marketing and growth plans
- Performed analysis, developed white papers, made presentations, and consulted with key industry leaders at the Chief Executive Officer, President and Senior Vice-President levels on DOE acquisition and procurement policy, plans, and government selection processes and procedures
- Deep familiarity with the annual appropriations process, contract and procurement policy, internal DOE/NNSA budget development, and programmatic/policy issues that impact DOE, its contractors, and the weapons complex

#### **Editor-in-Chief and Vice President for Operations – ExchangeMonitor Publications, Inc.**

2003-2011

- Managed an editorial staff of 10 full-time reporters and four free-lance and part-time reporters, in addition to several production, office and support personnel
- Direct the publication of four weekly trade newsletters and one daily publication that focus on subjects such as radioactive waste, nuclear weapons and nonproliferation, greenhouse gas emissions, and nuclear cleanup; interviewed senior DOE executives and political appointees on

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topics such as critical program issues and solutions, contract and procurement strategies and lessons learned, etc.

- Planned, organized and oversaw up to six high-level conferences each year; organized and moderated several panel discussions on high-interest topics such as DOE procurement policies and procedures, contract performance incentives, overall program policies, etc.; made presentations on these topics routinely
- Initiated development of the annual Nuclear Deterrence Summit, now in its eighth year
- Expanded area of expertise into the NNSA weapons complex, national laboratories, and Department of Defense

**Editor, *Weapons Complex Monitor* – ExchangeMonitor Publications, Inc.**

2001-2003

- Wrote and edited an acclaimed weekly publication on the cleanup of the Cold War nuclear weapons complex
- Developed extensive network of sources in Dept. of Energy, on Capitol Hill, and within the nuclear industry

**Transportation and State Government Reporter – *The News-Times***

2000-2001

- Covered the transportation and statehouse beats for *The News-Times*, a 30,000 circulation daily newspaper

**EDUCATION**

**Towson University, Towson, MD**

*Bachelor of Science in English, 2000 (Summa Cum Laude)*